

**POTASH & PHOSPHATE INSTITUTE**  
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**CALENDAR YEAR 1988**

| AGRICULTURAL            | STANDARD         | COARSE         | GRANULAR       | SOLUBLE        | SULPHATES     | TOTAL            |
|-------------------------|------------------|----------------|----------------|----------------|---------------|------------------|
| Argentina               | 6,135            | 0              | 3,013          | 0              | 2,500         | 11,648           |
| Australia               | 10,579           | 23,872         | 125,763        | 0              | 6,061         | 166,275          |
| Bangladesh              | 55,304           | 0              | 0              | 0              | 0             | 55,304           |
| Belize                  | 0                | 0              | 702            | 0              | 0             | 702              |
| Brazil                  | 133,165          | 105,056        | 400,467        | 0              | 849           | 639,537          |
| Chile                   | 108,980          | 0              | 1,392          | 0              | 16,924        | 127,296          |
| China                   | 967,745          | 0              | 7,034          | 0              | 14,627        | 989,406          |
| Columbia                | 29,729           | 27,764         | 3,952          | 0              | 2,855         | 64,300           |
| Costa Rica              | 19,666           | 0              | 6,265          | 0              | 3,780         | 29,711           |
| Denmark                 | 84,116           | 0              | 0              | 0              | 0             | 84,116           |
| Dom. Republic           | 0                | 0              | 18,378         | 0              | 1,228         | 19,606           |
| Ecuador                 | 14,483           | (1,389)        | 4,142          | 0              | 0             | 17,236           |
| El Salvador             | 661              | 0              | 0              | 0              | 971           | 1,632            |
| Finland                 | 21,382           | 0              | 0              | 0              | 0             | 21,382           |
| France                  | 19,909           | 0              | 0              | 0              | 0             | 19,909           |
| French Guiana           | 1,158            | 0              | 511            | 0              | 0             | 1,669            |
| Guatemala               | 14,653           | 0              | 2,570          | 0              | 0             | 17,223           |
| Guyana                  | 0                | 0              | 0              | 0              | 231           | 231              |
| Holland                 | 12,024           | 0              | 85,464         | 0              | 0             | 97,488           |
| Honduras                | 4,592            | 0              | 120            | 0              | 22            | 4,734            |
| India                   | 205,049          | 0              | 0              | 8,763          | 0             | 213,812          |
| Indonesia               | 180,653          | 0              | 0              | 0              | 0             | 180,653          |
| Ireland                 | 0                | 0              | 2,842          | 0              | 0             | 2,842            |
| Jamaica                 | 0                | 1,945          | 8,960          | 0              | 0             | 10,905           |
| Japan                   | 176,371          | 60,412         | 54,019         | 103,750        | 22,909        | 417,461          |
| Korea                   | 320,252          | 0              | 0              | 0              | 0             | 320,252          |
| Malaysia                | 295,878          | 0              | 0              | 0              | 3,716         | 299,594          |
| Martinique              | 0                | 0              | 2,976          | 0              | 284           | 3,260            |
| Mexico                  | 49,398           | 16,551         | 28,748         | 53             | 3,503         | 98,253           |
| New Zealand             | 45,155           | 670            | 3,627          | 629            | 60            | 50,141           |
| Nigeria                 | 18,629           | 0              | 0              | 0              | 0             | 18,629           |
| Norway                  | 20,025           | 0              | 0              | 0              | 0             | 20,025           |
| Pakistan                | 26               | 0              | 0              | 0              | 0             | 26               |
| Panama                  | 0                | 0              | 1,817          | 0              | 0             | 1,817            |
| Peru                    | 13,720           | 0              | 0              | 0              | 5,520         | 19,240           |
| Philippines             | 51,230           | 0              | 0              | 0              | 0             | 51,230           |
| Puerto Rico             | 0                | 3,627          | 3,636          | 0              | 483           | 7,746            |
| Saudi Arabia            | 0                | 0              | 0              | 0              | 4,850         | 4,850            |
| South Africa            | 0                | 0              | 9,050          | 0              | 533           | 9,583            |
| Spain                   | 0                | 0              | 6,223          | 0              | 0             | 6,223            |
| Sri Lanka               | 77,941           | 0              | 0              | 0              | 0             | 77,941           |
| Switzerland             | 137,595          | 0              | 25,438         | 0              | 0             | 163,033          |
| Taiwan                  | 104,486          | 0              | 0              | 7,044          | 141           | 111,671          |
| Thailand                | 3,536            | 0              | 0              | 0              | 1,273         | 4,809            |
| Venezuela               | 41,196           | 0              | 47,169         | 0              | 0             | 88,365           |
| West Germany            | 0                | 0              | 0              | 0              | 0             | 0                |
| TOTAL AG:               | 3,245,421        | 238,508        | 854,278        | 120,239        | 93,320        | 4,551,766        |
| <b>NON-AGRICULTURAL</b> |                  |                |                |                |               |                  |
| Argentina               | 64               | -              | -              | 0              | 0             | 64               |
| French Guiana           | 463              | -              | -              | 0              | 0             | 463              |
| Italy                   | 0                | -              | -              | 50,077         | 0             | 50,077           |
| Japan                   | 1,740            | -              | -              | 45,815         | 0             | 47,555           |
| Korea                   | 490              | -              | -              | 24,877         | 0             | 25,367           |
| Mexico                  | 4,250            | -              | -              | 274            | 129           | 4,653            |
| Pakistan                | 74               | -              | -              | 0              | 0             | 74               |
| Puerto Rico             | 8                | -              | -              | 0              | 0             | 8                |
| Sweden                  | 557              | -              | -              | 0              | 0             | 557              |
| United Kingdom          | 674              | -              | -              | 0              | 0             | 674              |
| TOTAL NON-AG:           | 8,320            | -              | -              | 121,043        | 129           | 129,492          |
| <b>TOTAL EXPORTS</b>    | <b>3,253,741</b> | <b>238,508</b> | <b>854,278</b> | <b>241,282</b> | <b>93,449</b> | <b>4,681,258</b> |

**POTASH & PHOSPHATE INSTITUTE**  
**DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**CALENDAR YEAR 1988**

| AGRICULTURAL          | STANDARD         | COARSE           | GRANULAR         | SOLUBLE        | SULPHATES      | TOTAL            |
|-----------------------|------------------|------------------|------------------|----------------|----------------|------------------|
| AL Alabama            | 14,065           | 25,466           | 19,230           | 7,037          | 3,954          | 69,752           |
| AK Alaska             | 0                | 0                | 302              | 0              | 0              | 302              |
| AZ Arizona            | 601              | 79               | 805              | 125            | 310            | 1,920            |
| AR Arkansas           | 572              | 496              | 42,354           | 9,449          | 264            | 53,135           |
| CA California         | 33,848           | 16,830           | 14,750           | 323            | 12,322         | 78,073           |
| CO Colorado           | 1,699            | 32               | 5,819            | 543            | 583            | 8,676            |
| CT Connecticut        | 0                | 1,684            | 1,932            | 31             | 376            | 4,023            |
| DE Delaware           | 0                | 667              | 17,896           | 407            | 331            | 19,301           |
| FL Florida            | 28,993           | 20,506           | 13,431           | 4,480          | 38,386         | 105,796          |
| GA Georgia            | 14,640           | 17,715           | 55,290           | 16,212         | 17,648         | 121,505          |
| HI Hawaii             | 318              | 7,163            | 1,944            | 44             | 554            | 10,023           |
| ID Idaho              | 1,816            | 10,196           | 12,769           | 309            | 18             | 25,108           |
| IL Illinois           | 11,659           | 527,599          | 61,227           | 64,007         | 1,691          | 666,183          |
| IN Indiana            | 11,148           | 231,787          | 50,593           | 36,679         | 1,791          | 331,998          |
| IA Iowa               | 6,091            | 306,619          | 119,804          | 63,205         | 442            | 496,161          |
| KS Kansas             | 3,174            | 8,147            | 33,337           | 5,331          | 1,327          | 51,316           |
| KY Kentucky           | 26               | 101,339          | 15,647           | 325            | 4,340          | 121,677          |
| LA Louisiana          | 18,739           | 66,580           | 67,048           | 5,514          | 100            | 157,981          |
| ME Maine              | 0                | 1,260            | 4,813            | 68             | 437            | 6,578            |
| MD Maryland           | 2,688            | 361              | 19,397           | 8,763          | 243            | 31,452           |
| MA Massachusetts      | 0                | 682              | 2,894            | 342            | 338            | 4,256            |
| MI Michigan           | 504              | 131,543          | 57,315           | 1,197          | 1,848          | 192,407          |
| MN Minnesota          | 2,889            | 124,045          | 205,721          | 16,319         | 2,084          | 351,058          |
| MS Mississippi        | 0                | 7,054            | 13,819           | 8,950          | 453            | 30,276           |
| MO Missouri           | 16,331           | 32,889           | 188,633          | 27,883         | 894            | 266,630          |
| MT Montana            | 72               | 1,004            | 9,068            | 623            | 6              | 10,773           |
| NE Nebraska           | 2,240            | 4,088            | 13,736           | 7,490          | 5,122          | 32,676           |
| NV Nevada             | 0                | 61               | 0                | 0              | 12             | 73               |
| NH New Hampshire      | 0                | 0                | 2,552            | 0              | 11             | 2,563            |
| NJ New Jersey         | 0                | 1,746            | 2,990            | 1,661          | 386            | 6,783            |
| NM New Mexico         | 11,980           | 110              | 4,302            | 21             | 1,603          | 18,016           |
| NY New York           | 862              | 27,489           | 37,143           | 4,340          | 1,706          | 71,540           |
| NC North Carolina     | 9,188            | 23,686           | 45,533           | 12,093         | 6,284          | 96,784           |
| ND North Dakota       | 0                | 5,879            | 15,283           | 273            | 5              | 21,440           |
| OH Ohio               | 27,033           | 304,788          | 113,327          | 13,249         | 6,327          | 464,724          |
| OK Oklahoma           | 2,265            | 2,189            | 18,256           | 1,228          | 500            | 24,438           |
| OR Oregon             | 900              | 4,626            | 16,851           | 1,002          | 943            | 24,322           |
| PA Pennsylvania       | 5,921            | 3,503            | 38,042           | 6,709          | 2,469          | 56,644           |
| RI Rhode Island       | 0                | 969              | 1,371            | 188            | 178            | 2,706            |
| SC South Carolina     | 5,657            | 24,024           | 41,743           | 3,335          | 6,071          | 80,830           |
| SD South Dakota       | 32               | 6,932            | 7,891            | 1,676          | 12             | 16,543           |
| TN Tennessee          | 1,194            | 39,487           | 48,718           | 5,254          | 313            | 94,966           |
| TX Texas              | 16,098           | 33,822           | 75,013           | 10,159         | 10,105         | 145,197          |
| UT Utah               | 5,856            | 101              | 1,778            | 409            | 2              | 8,146            |
| VT Vermont            | 0                | 0                | 1,515            | 257            | 315            | 2,087            |
| VA Virginia           | 5,375            | 3,012            | 64,678           | 11,443         | 3,506          | 88,014           |
| WA Washington         | 5,027            | 8,626            | 20,287           | 3,177          | 1,205          | 38,322           |
| WV West Virginia      | 0                | 1,451            | 526              | 0              | 0              | 1,977            |
| WI Wisconsin          | 15,958           | 170,636          | 78,710           | 11,819         | 2,536          | 279,659          |
| WY Wyoming            | 141              | 102              | 1,444            | 0              | 166            | 1,853            |
| <b>TOTAL U.S.:</b>    | <b>285,600</b>   | <b>2,309,070</b> | <b>1,687,527</b> | <b>373,949</b> | <b>140,517</b> | <b>4,796,663</b> |
| <b>CANADA</b>         |                  |                  |                  |                |                |                  |
| AB Alberta            | 268              | 126              | 29,330           | 1,915          | 0              | 31,639           |
| BC Brit. Columbia     | 2,882            | 440              | 6,523            | 65             | 353            | 10,263           |
| MB Manitoba           | 0                | 4,367            | 20,754           | 2,401          | 0              | 27,522           |
| NB New Brunswick      | 0                | 8,100            | 6,542            | 429            | 68             | 15,139           |
| NF Newfoundland       | 0                | 0                | 0                | 0              | 0              | 0                |
| NS Nova Scotia        | 0                | 0                | 6,194            | 295            | 0              | 6,489            |
| ON Ontario            | 5,912            | 130,477          | 51,293           | 2,662          | 6,666          | 197,010          |
| PE Pr. Edward Isle    | 0                | 60               | 11,057           | 0              | 909            | 12,026           |
| PQ Quebec             | 254              | 22,338           | 106,169          | 99             | 6,669          | 135,529          |
| SK Saskatchewan       | 85               | 246              | 11,213           | 276            | 0              | 11,820           |
| <b>TOTAL CAN:</b>     | <b>9,401</b>     | <b>166,154</b>   | <b>249,075</b>   | <b>8,142</b>   | <b>14,665</b>  | <b>447,437</b>   |
| <b>TOTAL DOMESTIC</b> | <b>295,001</b>   | <b>2,475,224</b> | <b>1,936,602</b> | <b>382,091</b> | <b>155,182</b> | <b>5,244,100</b> |
| <b>EXPORT SALES:</b>  | <b>3,245,421</b> | <b>238,508</b>   | <b>854,278</b>   | <b>120,239</b> | <b>93,320</b>  | <b>4,551,766</b> |
| <b>TOTAL AG SALES</b> | <b>3,540,422</b> | <b>2,713,732</b> | <b>2,790,880</b> | <b>502,330</b> | <b>248,502</b> | <b>9,795,866</b> |

Non-agricultural domestic sales shown on reverse.

**POTASH & PHOSPHATE INSTITUTE**  
**DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**CALENDAR YEAR 1988**

| NON-AGRICULTURAL   | STANDARD  | COARSE    | GRANULAR  | SOLUBLE | SULPHATES | TOTAL      |
|--------------------|-----------|-----------|-----------|---------|-----------|------------|
| AL Alabama         | 99,563    | -         | -         | 17,246  | 37        | 116,846    |
| AK Alaska          | 0         | -         | -         | 0       | 0         | 0          |
| AZ Arizona         | 1,897     | -         | -         | 13      | 62        | 1,972      |
| AR Arkansas        | 93        | -         | -         | 14      | 510       | 617        |
| CA California      | 8,174     | -         | -         | 120     | 582       | 8,876      |
| CO Colorado        | 2,417     | -         | -         | 59      | 35        | 2,511      |
| CT Connecticut     | 76        | -         | -         | 0       | 0         | 76         |
| DE Delaware        | 30,280    | -         | -         | 15,379  | 200       | 45,859     |
| FL Florida         | 427       | -         | -         | 93      | 388       | 908        |
| GA Georgia         | 1,686     | -         | -         | 0       | 793       | 2,479      |
| HI Hawaii          | 1,242     | -         | -         | 0       | 16        | 1,258      |
| ID Idaho           | 0         | -         | -         | 0       | 35        | 35         |
| IL Illinois        | 1,095     | -         | -         | 879     | 0         | 1,974      |
| IN Indiana         | 0         | -         | -         | 608     | 333       | 941        |
| IA Iowa            | 1,629     | -         | -         | 147     | 126       | 1,902      |
| KS Kansas          | 2,809     | -         | -         | 182     | 140       | 3,131      |
| KY Kentucky        | 7         | -         | -         | 348     | 0         | 355        |
| LA Louisiana       | 889       | -         | -         | 3,025   | 52        | 3,966      |
| ME Maine           | 613       | -         | -         | 0       | 0         | 613        |
| MD Maryland        | 0         | -         | -         | 13      | 161       | 174        |
| MA Massachusetts   | 448       | -         | -         | 296     | 47        | 791        |
| MI Michigan        | 1,102     | -         | -         | 4,720   | 122       | 5,944      |
| MN Minnesota       | 2,227     | -         | -         | 0       | 3         | 2,230      |
| MS Mississippi     | 45,820    | -         | -         | 113     | 0         | 45,933     |
| MO Missouri        | 2,431     | -         | -         | 230     | 503       | 3,164      |
| MT Montana         | 215       | -         | -         | 16      | 0         | 231        |
| NE Nebraska        | 1,069     | -         | -         | 82      | 3         | 1,154      |
| NV Nevada          | 14        | -         | -         | 0       | 74        | 88         |
| NH New Hampshire   | 40        | -         | -         | 0       | 25        | 65         |
| NJ New Jersey      | 1,625     | -         | -         | 92      | 512       | 2,229      |
| NM New Mexico      | 17,039    | -         | -         | 428     | 522       | 17,989     |
| NY New York        | 21,255    | -         | -         | 52      | 260       | 21,567     |
| NC North Carolina  | 666       | -         | -         | 40      | 95        | 801        |
| ND North Dakota    | 16        | -         | -         | 0       | 0         | 16         |
| OH Ohio            | 433       | -         | -         | 60,425  | 56        | 60,914     |
| OK Oklahoma        | 2,936     | -         | -         | 433     | 474       | 3,843      |
| OR Oregon          | 1,756     | -         | -         | 0       | 0         | 1,756      |
| PA Pennsylvania    | 3,109     | -         | -         | 346     | 114       | 3,569      |
| RI Rhode Island    | 29        | -         | -         | 21      | 0         | 50         |
| SC South Carolina  | 29        | -         | -         | 51      | 0         | 80         |
| SD South Dakota    | 0         | -         | -         | 0       | 0         | 0          |
| TN Tennessee       | 855       | -         | -         | 252     | 0         | 1,107      |
| TX Texas           | 28,325    | -         | -         | 7,513   | 921       | 36,759     |
| UT Utah            | 8,261     | -         | -         | 0       | 24        | 8,285      |
| VT Vermont         | 0         | -         | -         | 0       | 0         | 0          |
| VA Virginia        | 52        | -         | -         | 77      | 0         | 129        |
| WA Washington      | 826       | -         | -         | 0       | 63        | 889        |
| WV West Virginia   | 16        | -         | -         | 911     | 0         | 927        |
| WI Wisconsin       | 17,600    | -         | -         | 316     | 15        | 17,931     |
| WY Wyoming         | 422       | -         | -         | 0       | 0         | 422        |
| TOTAL U.S.:        | 311,513   | -         | -         | 114,540 | 7,303     | 433,356    |
| <b>CANADA</b>      |           |           |           |         |           |            |
| AB Alberta         | 3,672     | -         | -         | 476     | 0         | 4,148      |
| BC Brit. Columbia  | 0         | -         | -         | 0       | 0         | 0          |
| MB Manitoba        | 8         | -         | -         | 29      | 0         | 37         |
| NB New Brunswick   | 0         | -         | -         | 0       | 0         | 0          |
| NF Newfoundland    | 0         | -         | -         | 0       | 0         | 0          |
| NS Nova Scotia     | 0         | -         | -         | 0       | 0         | 0          |
| ON Ontario         | 12,891    | -         | -         | 328     | 325       | 13,544     |
| PE Pr. Edward Isle | 0         | -         | -         | 0       | 0         | 0          |
| PQ Quebec          | 863       | -         | -         | 0       | 0         | 863        |
| SK Saskatchewan    | 5,511     | -         | -         | 1,805   | 0         | 7,316      |
| TOTAL CAN:         | 22,945    | -         | -         | 2,638   | 325       | 25,908     |
| TOTAL DOMESTIC     | 334,458   | -         | -         | 117,178 | 7,628     | 459,264    |
| EXPORT SALES:      | 8,320     | -         | -         | 121,043 | 129       | 129,492    |
| TOTAL NON-AG       | 342,778   | -         | -         | 238,221 | 7,757     | 588,756    |
| <hr/>              |           |           |           |         |           |            |
| GRAND TOTAL        | 3,883,200 | 2,713,732 | 2,790,880 | 740,551 | 256,259   | 10,384,622 |

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POTASH & PHOSPHATE INSTITUTE  
CALENDAR YEAR POTASH REPORT SUMMARY

(Short Tons K<sub>2</sub>O)

CALENDAR YEARS 1988 AND 1987

|                                             | CANADIAN PRODUCERS |           |        | UNITED STATES PRODUCERS |           |        | TOTAL CANADIAN & U.S. PRODUCERS |            |        |
|---------------------------------------------|--------------------|-----------|--------|-------------------------|-----------|--------|---------------------------------|------------|--------|
|                                             | 1988               | 1987      | Change | 1988                    | 1987      | Change | 1988                            | 1987       | Change |
| Beginning Inventory                         | 1,251,312          | 1,693,794 | -26.1% | 160,182                 | 406,745   | -60.6% | 1,411,494                       | 2,100,539  | -32.8% |
| (+) Production                              | 9,179,244          | 8,010,172 | 14.6%  | 1,609,956               | 1,342,594 | 19.9%  | 10,789,200                      | 9,352,766  | 15.4%  |
| (-) Ending Inventory                        | 1,495,149          | 1,251,312 | 19.5%  | 265,021                 | 160,182   | 65.4%  | 1,760,170                       | 1,411,494  | 24.7%  |
| (=) Total Disappearance                     | 8,935,407          | 8,452,654 | 5.7%   | 1,505,117               | 1,589,157 | -5.3%  | 10,440,524                      | 10,041,811 | 4.0%   |
| (-) Exports                                 | 4,180,406          | 3,432,021 | 21.8%  | 500,852                 | 583,228   | -14.1% | 4,681,258                       | 4,015,249  | 16.6%  |
| (=) Disappearance-Canada<br>& United States | 4,755,001          | 5,020,633 | -5.3%  | 1,004,265               | 1,005,929 | -.2%   | 5,759,266                       | 6,026,562  | -4.4%  |

POTASH & PHOSPHATE INSTITUTE  
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES  
TOTAL BY U. S. AND CANADIAN PRODUCERS  
(Short Tons K2O)

CALENDAR YEARS 1988 AND 1987

|                  | PRODUCTION |           | ENDING INVENTORY, December 31 |           |           |           | DISAPPEARANCE |            |
|------------------|------------|-----------|-------------------------------|-----------|-----------|-----------|---------------|------------|
|                  | 1988       | 1987      | 1988                          | 1987      | 1986      | 1985      | 1988          | 1987       |
| MURIATE          |            |           |                               |           |           |           |               |            |
| Special Standard | 242,072    | 289,276   | 23,703                        | 45,890    | 30,791    | 43,035    | 264,259       | 274,177    |
| Standard         | 3,453,913  | 2,498,964 | 455,647                       | 486,230   | 567,142   | 723,539   | 3,484,496     | 2,577,916  |
| Chemical         | 99,179     | 75,569    | 7,434                         | 7,384     | 8,855     | 13,442    | 99,129        | 77,040     |
| Coarse           | 2,828,646  | 2,506,234 | 574,156                       | 315,732   | 524,649   | 590,273   | 2,570,222     | 2,715,151  |
| Granular         | 3,142,401  | 3,175,187 | 501,649                       | 426,947   | 655,016   | 682,791   | 3,067,699     | 3,403,028  |
| Soluble          | 761,804    | 579,940   | 133,276                       | 88,157    | 236,628   | 156,467   | 716,685       | 728,411    |
| Sulphates        | 261,185    | 227,596   | 64,305                        | 41,154    | 77,458    | 94,080    | 238,034       | 266,088    |
| TOTAL:           | 10,789,200 | 9,352,766 | 1,760,170                     | 1,411,494 | 2,100,539 | 2,303,627 | 10,440,524    | 10,041,811 |

|             | AGRICULTURAL SALES |           |           |           | NON-AGRICULTURAL SALES |         |         |         | TOTAL AG & NON-AG SALES |            |
|-------------|--------------------|-----------|-----------|-----------|------------------------|---------|---------|---------|-------------------------|------------|
|             | U.S. & CANADA      |           | EXPORTS   |           | U.S. & CANADA          |         | EXPORTS |         | 1988                    | 1987       |
|             | 1988               | 1987      | 1988      | 1987      | 1988                   | 1987    | 1988    | 1987    |                         |            |
| MURIATE     |                    |           |           |           |                        |         |         |         |                         |            |
| Special Std | 28                 | 120       | 227,243   | 268,034   | -                      | -       | -       | -       | 227,271                 | 268,154    |
| Standard    | 294,973            | 361,797   | 3,018,178 | 2,187,850 | 263,805                | 254,434 | 4,214   | 11,106  | 3,581,170               | 2,815,187  |
| Chemical    | -                  | -         | -         | -         | 70,653                 | 61,348  | 4,106   | 4,048   | 74,759                  | 65,396     |
| Coarse      | 2,475,224          | 2,516,355 | 238,508   | 334,679   | -                      | -       | -       | -       | 2,713,732               | 2,851,034  |
| Granular    | 1,936,602          | 2,349,539 | 854,278   | 891,210   | -                      | -       | -       | -       | 2,790,880               | 3,240,749  |
| Soluble     | 382,091            | 404,306   | 120,239   | 115,775   | 117,178                | 101,138 | 121,043 | 100,585 | 740,551                 | 721,804    |
| Sulphates   | 155,182            | 149,144   | 93,320    | 101,806   | 7,628                  | 5,405   | 129     | 156     | 256,259                 | 256,511    |
| TOTAL:      | 5,244,100          | 5,781,261 | 4,551,766 | 3,899,354 | 459,264                | 422,325 | 129,492 | 115,895 | 10,384,622              | 10,218,835 |

Note: Exports are listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**  
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**CALENDAR YEAR 1988**

| <u>AGRICULTURAL</u>     | <u>STANDARD</u>  | <u>COARSE</u>  | <u>GRANULAR</u> | <u>SOLUBLE</u> | <u>TOTAL</u>     |
|-------------------------|------------------|----------------|-----------------|----------------|------------------|
| Argentina               | 6,135            | 0              | 3,013           | 0              | 9,148            |
| Australia               | 10,579           | 23,872         | 125,763         | 0              | 160,214          |
| Bangladesh              | 55,304           | 0              | 0               | 0              | 55,304           |
| Brazil                  | 85,438           | 97,122         | 277,391         | 0              | 459,951          |
| Chile                   | 105,635          | 0              | 1,392           | 0              | 107,027          |
| China                   | 959,974          | 0              | 7,034           | 0              | 967,008          |
| Columbia                | 0                | 19,842         | 0               | 0              | 19,842           |
| Costa Rica              | 15,748           | 0              | 0               | 0              | 15,748           |
| Denmark                 | 84,116           | 0              | 0               | 0              | 84,116           |
| Finland                 | 21,382           | 0              | 0               | 0              | 21,382           |
| France                  | 19,909           | 0              | 0               | 0              | 19,909           |
| Guatemala               | 8,370            | 0              | 2,100           | 0              | 10,470           |
| Holland                 | 12,024           | 0              | 85,464          | 0              | 97,488           |
| India                   | 205,049          | 0              | 0               | 8,763          | 213,812          |
| Indonesia               | 180,653          | 0              | 0               | 0              | 180,653          |
| Ireland                 | 0                | 0              | 2,842           | 0              | 2,842            |
| Jamaica                 | 0                | 1,945          | 8,960           | 0              | 10,905           |
| Japan                   | 161,455          | 59,562         | 48,559          | 103,750        | 373,326          |
| Korea                   | 320,252          | 0              | 0               | 0              | 320,252          |
| Malaysia                | 295,878          | 0              | 0               | 0              | 295,878          |
| Mexico                  | 33,875           | 16,551         | 28,657          | 0              | 79,083           |
| New Zealand             | 45,144           | 670            | 1,705           | 629            | 48,148           |
| Nigeria                 | 18,629           | 0              | 0               | 0              | 18,629           |
| Norway                  | 20,025           | 0              | 0               | 0              | 20,025           |
| Pakistan                | 26               | 0              | 0               | 0              | 26               |
| Peru                    | 4,861            | 0              | 0               | 0              | 4,861            |
| Philippines             | 51,230           | 0              | 0               | 0              | 51,230           |
| Puerto Rico             | 0                | 0              | 3,636           | 0              | 3,636            |
| South Africa            | 0                | 0              | 9,050           | 0              | 9,050            |
| Sri Lanka               | 77,941           | 0              | 0               | 0              | 77,941           |
| Switzerland             | 137,595          | 0              | 10,542          | 0              | 148,137          |
| Taiwan                  | 104,486          | 0              | 0               | 7,044          | 111,530          |
| Thailand                | 3,536            | 0              | 0               | 0              | 3,536            |
| Venezuela               | 34,660           | 0              | 21,132          | 0              | 55,792           |
| TOTAL AG:               | 3,079,909        | 219,564        | 637,240         | 120,186        | 4,056,899        |
| <u>NON-AGRICULTURAL</u> |                  |                |                 |                |                  |
| Italy                   | 0                | -              | -               | 50,077         | 50,077           |
| Japan                   | 1,714            | -              | -               | 45,815         | 47,529           |
| Korea                   | 276              | -              | -               | 24,877         | 25,153           |
| Pakistan                | 74               | -              | -               | 0              | 74               |
| United Kingdom          | 674              | -              | -               | 0              | 674              |
| TOTAL NON-AG:           | 2,738            | -              | -               | 120,769        | 123,507          |
| <b>TOTAL EXPORTS</b>    | <b>3,082,647</b> | <b>219,564</b> | <b>637,240</b>  | <b>240,955</b> | <b>4,180,406</b> |

**POTASH & PHOSPHATE INSTITUTE**  
**DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**CALENDAR YEAR 1988**

| NON-AGRICULTURAL   | STANDARD  | COARSE    | GRANULAR  | SOLUBLE | TOTAL     |
|--------------------|-----------|-----------|-----------|---------|-----------|
| AL Alabama         | 99,497    | -         | -         | 17,246  | 116,743   |
| AK Alaska          | 0         | -         | -         | 0       | 0         |
| AZ Arizona         | 0         | -         | -         | 13      | 13        |
| AR Arkansas        | 0         | -         | -         | 0       | 0         |
| CA California      | 54        | -         | -         | 0       | 54        |
| CO Colorado        | 15        | -         | -         | 0       | 15        |
| CT Connecticut     | 13        | -         | -         | 0       | 13        |
| DE Delaware        | 27,225    | -         | -         | 15,379  | 42,604    |
| FL Florida         | 372       | -         | -         | 93      | 465       |
| GA Georgia         | 34        | -         | -         | 0       | 34        |
| HI Hawaii          | 1,242     | -         | -         | 0       | 1,242     |
| ID Idaho           | 0         | -         | -         | 0       | 0         |
| IL Illinois        | 863       | -         | -         | 858     | 1,721     |
| IN Indiana         | 0         | -         | -         | 608     | 608       |
| IA Iowa            | 415       | -         | -         | 147     | 562       |
| KS Kansas          | 0         | -         | -         | 0       | 0         |
| KY Kentucky        | 0         | -         | -         | 348     | 348       |
| LA Louisiana       | 0         | -         | -         | 47      | 47        |
| ME Maine           | 554       | -         | -         | 0       | 554       |
| MD Maryland        | 0         | -         | -         | 13      | 13        |
| MA Massachusetts   | 0         | -         | -         | 123     | 123       |
| MI Michigan        | 1,095     | -         | -         | 4,706   | 5,801     |
| MN Minnesota       | 2,188     | -         | -         | 0       | 2,188     |
| MS Mississippi     | 0         | -         | -         | 0       | 0         |
| MO Missouri        | 1,575     | -         | -         | 81      | 1,656     |
| MT Montana         | 215       | -         | -         | 16      | 231       |
| NE Nebraska        | 0         | -         | -         | 52      | 52        |
| NV Nevada          | 7         | -         | -         | 0       | 7         |
| NH New Hampshire   | 40        | -         | -         | 0       | 40        |
| NJ New Jersey      | 1,133     | -         | -         | 92      | 1,225     |
| NM New Mexico      | 0         | -         | -         | 0       | 0         |
| NY New York        | 21,255    | -         | -         | 52      | 21,307    |
| NC North Carolina  | 54        | -         | -         | 40      | 94        |
| ND North Dakota    | 16        | -         | -         | 0       | 16        |
| OH Ohio            | 322       | -         | -         | 60,425  | 60,747    |
| OK Oklahoma        | 0         | -         | -         | 0       | 0         |
| OR Oregon          | 1,661     | -         | -         | 0       | 1,661     |
| PA Pennsylvania    | 1,568     | -         | -         | 332     | 1,900     |
| RI Rhode Island    | 0         | -         | -         | 12      | 12        |
| SC South Carolina  | 0         | -         | -         | 0       | 0         |
| SD South Dakota    | 0         | -         | -         | 0       | 0         |
| TN Tennessee       | 16        | -         | -         | 222     | 238       |
| TX Texas           | 436       | -         | -         | 563     | 999       |
| UT Utah            | 0         | -         | -         | 0       | 0         |
| VT Vermont         | 0         | -         | -         | 0       | 0         |
| VA Virginia        | 52        | -         | -         | 77      | 129       |
| WA Washington      | 0         | -         | -         | 0       | 0         |
| WV West Virginia   | 16        | -         | -         | 911     | 927       |
| WI Wisconsin       | 17,356    | -         | -         | 316     | 17,672    |
| WY Wyoming         | 133       | -         | -         | 0       | 133       |
| TOTAL U.S.:        | 179,422   | -         | -         | 102,772 | 282,194   |
| CANADA             |           |           |           |         |           |
| AB Alberta         | 3,672     | -         | -         | 476     | 4,148     |
| BC Brit. Columbia  | 0         | -         | -         | 0       | 0         |
| MB Manitoba        | 8         | -         | -         | 29      | 37        |
| NB New Brunswick   | 0         | -         | -         | 0       | 0         |
| NF Newfoundland    | 0         | -         | -         | 0       | 0         |
| NS Nova Scotia     | 0         | -         | -         | 0       | 0         |
| ON Ontario         | 12,891    | -         | -         | 328     | 13,219    |
| PE Pr. Edward Isle | 0         | -         | -         | 0       | 0         |
| PQ Quebec          | 863       | -         | -         | 0       | 863       |
| SK Saskatchewan    | 5,511     | -         | -         | 1,805   | 7,316     |
| TOTAL CAN:         | 22,945    | -         | -         | 2,638   | 25,583    |
| TOTAL DOMESTIC     | 202,367   | -         | -         | 105,410 | 307,777   |
| EXPORT SALES:      | 2,738     | -         | -         | 120,769 | 123,507   |
| TOTAL NON-AG SALES | 205,105   | -         | -         | 226,179 | 431,284   |
| GRAND TOTAL        |           |           |           |         |           |
|                    | 3,452,742 | 2,570,253 | 2,151,416 | 688,741 | 8,863,152 |

**POTASH & PHOSPHATE INSTITUTE**  
**DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**CALENDAR YEAR 1988**

| AGRICULTURAL       | STANDARD  | COARSE    | GRANULAR  | SOLUBLE | TOTAL     |
|--------------------|-----------|-----------|-----------|---------|-----------|
| AL Alabama         | 8,379     | 23,597    | 11,670    | 7,008   | 50,654    |
| AK Alaska          | 0         | 0         | 302       | 0       | 302       |
| AZ Arizona         | 0         | 0         | 36        | 0       | 36        |
| AR Arkansas        | 0         | 0         | 4,747     | 3,488   | 8,235     |
| CA California      | 0         | 15        | 990       | 272     | 1,277     |
| CO Colorado        | 0         | 0         | 16        | 0       | 16        |
| CT Connecticut     | 0         | 1,684     | 1,872     | 31      | 3,587     |
| DE Delaware        | 0         | 667       | 17,896    | 407     | 18,970    |
| FL Florida         | 25,077    | 20,445    | 8,883     | 4,480   | 58,885    |
| GA Georgia         | 11,847    | 17,715    | 54,229    | 15,910  | 99,701    |
| HI Hawaii          | 0         | 6,818     | 1,596     | 44      | 8,458     |
| ID Idaho           | 0         | 2,175     | 5,829     | 309     | 8,313     |
| IL Illinois        | 9,374     | 521,877   | 56,045    | 63,872  | 651,168   |
| IN Indiana         | 8,158     | 228,197   | 43,019    | 36,679  | 316,053   |
| IA Iowa            | 4,679     | 291,090   | 95,786    | 63,045  | 454,600   |
| KS Kansas          | 0         | 300       | 1,092     | 1,508   | 2,900     |
| KY Kentucky        | 0         | 101,176   | 11,773    | 325     | 113,274   |
| LA Louisiana       | 16,153    | 61,255    | 43,375    | 188     | 120,971   |
| ME Maine           | 0         | 1,260     | 4,813     | 61      | 6,134     |
| MD Maryland        | 2,688     | 361       | 19,397    | 8,443   | 30,889    |
| MA Massachusetts   | 0         | 682       | 2,894     | 311     | 3,887     |
| MI Michigan        | 504       | 131,528   | 57,285    | 1,197   | 190,514   |
| MN Minnesota       | 2,690     | 123,143   | 204,088   | 16,122  | 346,043   |
| MS Mississippi     | 0         | 6,569     | 9,877     | 6,447   | 22,893    |
| MO Missouri        | 1,809     | 15,249    | 70,262    | 19,460  | 106,780   |
| MT Montana         | 0         | 1,004     | 9,023     | 623     | 10,650    |
| NE Nebraska        | 0         | 3,834     | 4,033     | 6,956   | 14,823    |
| NV Nevada          | 0         | 61        | 0         | 0       | 61        |
| NH New Hampshire   | 0         | 0         | 2,552     | 0       | 2,552     |
| NJ New Jersey      | 0         | 1,746     | 2,990     | 1,661   | 6,397     |
| NM New Mexico      | 0         | 0         | 0         | 0       | 0         |
| NY New York        | 862       | 27,489    | 37,143    | 4,340   | 69,834    |
| NC North Carolina  | 6,537     | 23,686    | 45,282    | 12,093  | 87,598    |
| ND North Dakota    | 0         | 5,879     | 15,283    | 273     | 21,435    |
| OH Ohio            | 23,609    | 303,287   | 111,526   | 13,249  | 451,671   |
| OK Oklahoma        | 0         | 80        | 1,184     | 636     | 1,900     |
| OR Oregon          | 138       | 3,092     | 10,481    | 1,002   | 14,713    |
| PA Pennsylvania    | 5,647     | 3,503     | 35,112    | 6,684   | 50,946    |
| RI Rhode Island    | 0         | 969       | 1,371     | 188     | 2,528     |
| SC South Carolina  | 5,657     | 24,084    | 41,516    | 3,304   | 74,561    |
| SD South Dakota    | 0         | 6,932     | 7,891     | 1,676   | 16,499    |
| TN Tennessee       | (1,923)   | 39,455    | 46,225    | 5,165   | 88,922    |
| TX Texas           | 0         | 14        | 197       | 81      | 292       |
| UT Utah            | 1,860     | 0         | 0         | 0       | 1,860     |
| VT Vermont         | 0         | 0         | 1,515     | 257     | 1,772     |
| VA Virginia        | 5,275     | 3,012     | 64,596    | 11,443  | 84,326    |
| WA Washington      | 3,371     | 8,518     | 19,715    | 3,177   | 34,781    |
| WV West Virginia   | 0         | 1,451     | 526       | 0       | 1,977     |
| WI Wisconsin       | 15,936    | 170,636   | 78,694    | 11,819  | 277,085   |
| WY Wyoming         | 0         | 0         | 761       | 0       | 761       |
| TOTAL U.S.:        | 158,327   | 2,184,535 | 1,265,388 | 334,234 | 3,942,484 |
| CANADA             |           |           |           |         |           |
| AB Alberta         | 268       | 126       | 29,330    | 1,915   | 31,639    |
| BC Brit. Columbia  | 2,882     | 440       | 6,523     | 65      | 9,910     |
| MB Manitoba        | 0         | 4,367     | 20,754    | 2,401   | 27,522    |
| NB New Brunswick   | 0         | 8,100     | 6,542     | 429     | 15,071    |
| NF Newfoundland    | 0         | 0         | 0         | 0       | 0         |
| NS Nova Scotia     | 0         | 0         | 6,194     | 295     | 6,489     |
| ON Ontario         | 5,912     | 130,477   | 51,063    | 2,662   | 190,114   |
| PE Pr. Edward Isle | 0         | 60        | 11,057    | 0       | 11,117    |
| PQ Quebec          | 254       | 22,338    | 106,112   | 99      | 128,803   |
| SK Saskatchewan    | 85        | 246       | 11,213    | 276     | 11,820    |
| TOTAL CAN:         | 9,401     | 166,154   | 248,788   | 8,142   | 432,485   |
| TOTAL DOMESTIC     | 167,728   | 2,350,689 | 1,514,176 | 342,376 | 4,374,969 |
| EXPORT SALES:      | 3,079,909 | 219,564   | 637,240   | 120,186 | 4,056,899 |
| TOTAL AG SALES     | 3,247,637 | 2,570,253 | 2,151,416 | 462,562 | 8,431,868 |

Non-agricultural domestic sales shown on reverse.

**POTASH & PHOSPHATE INSTITUTE**  
**EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)**

**CALENDAR YEAR 1988**

| <u>AGRICULTURAL</u>     | <u>STANDARD</u> | <u>COARSE</u> | <u>GRANULAR</u> | <u>SOLUBLE</u> | <u>SULPHATES</u> | <u>TOTAL</u>   |
|-------------------------|-----------------|---------------|-----------------|----------------|------------------|----------------|
| Argentina               | 0               | 0             | 0               | 0              | 2,500            | 2,500          |
| Australia               | 0               | 0             | 0               | 0              | 6,061            | 6,061          |
| Belize                  | 0               | 0             | 702             | 0              | 0                | 702            |
| Brazil                  | 47,727          | 7,934         | 123,076         | 0              | 849              | 179,586        |
| Chile                   | 3,345           | 0             | 0               | 0              | 16,924           | 20,269         |
| China                   | 7,771           | 0             | 0               | 0              | 14,627           | 22,398         |
| Columbia                | 29,729          | 7,922         | 3,952           | 0              | 2,855            | 44,458         |
| Costa Rica              | 3,918           | 0             | 6,265           | 0              | 3,780            | 13,963         |
| Dom. Republic           | 0               | 0             | 18,378          | 0              | 1,228            | 19,606         |
| Ecuador                 | 14,483          | (1,389)       | 4,142           | 0              | 0                | 17,236         |
| El Salvador             | 661             | 0             | 0               | 0              | 971              | 1,632          |
| French Guiana           | 1,158           | 0             | 511             | 0              | 0                | 1,669          |
| Guatemala               | 6,283           | 0             | 470             | 0              | 0                | 6,753          |
| Guyana                  | 0               | 0             | 0               | 0              | 231              | 231            |
| Honduras                | 4,592           | 0             | 120             | 0              | 22               | 4,734          |
| Japan                   | 14,916          | 850           | 5,460           | 0              | 22,909           | 44,135         |
| Malaysia                | 0               | 0             | 0               | 0              | 3,716            | 3,716          |
| Martinique              | 0               | 0             | 2,976           | 0              | 284              | 3,260          |
| Mexico                  | 15,523          | 0             | 91              | 53             | 3,503            | 19,170         |
| New Zealand             | 11              | 0             | 1,922           | 0              | 60               | 1,993          |
| Panama                  | 0               | 0             | 1,817           | 0              | 0                | 1,817          |
| Peru                    | 8,859           | 0             | 0               | 0              | 5,520            | 14,379         |
| Puerto Rico             | 0               | 3,627         | 0               | 0              | 483              | 4,110          |
| Saudi Arabia            | 0               | 0             | 0               | 0              | 4,850            | 4,850          |
| South Africa            | 0               | 0             | 0               | 0              | 533              | 533            |
| Spain                   | 0               | 0             | 6,223           | 0              | 0                | 6,223          |
| Switzerland             | 0               | 0             | 14,896          | 0              | 0                | 14,896         |
| Taiwan                  | 0               | 0             | 0               | 0              | 141              | 141            |
| Thailand                | 0               | 0             | 0               | 0              | 1,273            | 1,273          |
| Venezuela               | 6,536           | 0             | 26,037          | 0              | 0                | 32,573         |
| TOTAL AG:               | 165,512         | 18,944        | 217,038         | 53             | 93,320           | 494,867        |
| <u>NON-AGRICULTURAL</u> |                 |               |                 |                |                  |                |
| Argentina               | 64              | -             | -               | 0              | 0                | 64             |
| French Guiana           | 463             | -             | -               | 0              | 0                | 463            |
| Japan                   | 26              | -             | -               | 0              | 0                | 26             |
| Korea                   | 214             | -             | -               | 0              | 0                | 214            |
| Mexico                  | 4,250           | -             | -               | 274            | 129              | 4,653          |
| Puerto Rico             | 8               | -             | -               | 0              | 0                | 8              |
| Sweden                  | 557             | -             | -               | 0              | 0                | 557            |
| TOTAL NON-AG:           | 5,582           | -             | -               | 274            | 129              | 5,985          |
| <b>TOTAL EXPORTS</b>    | <b>171,094</b>  | <b>18,944</b> | <b>217,038</b>  | <b>327</b>     | <b>93,949</b>    | <b>500,852</b> |

**POTASH & PHOSPHATE INSTITUTE**  
**DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**CALENDAR YEAR 1988**

| AGRICULTURAL       | STANDARD | COARSE  | GRANULAR | SOLUBLE | SULPHATES | TOTAL     |
|--------------------|----------|---------|----------|---------|-----------|-----------|
| AL Alabama         | 5,686    | 1,869   | 7,560    | 29      | 3,954     | 19,098    |
| AK Alaska          | 0        | 0       | 0        | 0       | 0         | 0         |
| AZ Arizona         | 601      | 79      | 769      | 125     | 310       | 1,884     |
| AR Arkansas        | 572      | 496     | 37,607   | 5,961   | 264       | 44,900    |
| CA California      | 33,848   | 16,815  | 13,760   | 51      | 12,322    | 76,796    |
| CO Colorado        | 1,699    | 32      | 5,803    | 543     | 583       | 8,660     |
| CT Connecticut     | 0        | 0       | 60       | 0       | 376       | 436       |
| DE Delaware        | 0        | 0       | 0        | 0       | 331       | 331       |
| FL Florida         | 3,916    | 61      | 4,548    | 0       | 38,386    | 46,911    |
| GA Georgia         | 2,793    | 0       | 1,061    | 302     | 17,648    | 21,804    |
| HI Hawaii          | 318      | 345     | 348      | 0       | 554       | 1,565     |
| ID Idaho           | 1,816    | 8,021   | 6,940    | 0       | 18        | 16,795    |
| IL Illinois        | 2,285    | 5,722   | 5,182    | 135     | 1,691     | 15,015    |
| IN Indiana         | 2,990    | 3,590   | 7,574    | 0       | 1,791     | 15,945    |
| IA Iowa            | 1,412    | 15,529  | 24,018   | 160     | 442       | 41,561    |
| KS Kansas          | 3,174    | 7,847   | 32,245   | 3,823   | 1,327     | 48,416    |
| KY Kentucky        | 26       | 163     | 3,874    | 0       | 4,340     | 8,403     |
| LA Louisiana       | 2,586    | 5,325   | 23,673   | 5,326   | 100       | 37,010    |
| ME Maine           | 0        | 0       | 0        | 7       | 437       | 444       |
| MD Maryland        | 0        | 0       | 0        | 320     | 243       | 563       |
| MA Massachusetts   | 0        | 0       | 0        | 31      | 338       | 369       |
| MI Michigan        | 0        | 15      | 30       | 0       | 1,848     | 1,893     |
| MN Minnesota       | 199      | 902     | 1,633    | 197     | 2,084     | 5,015     |
| MS Mississippi     | 0        | 485     | 3,942    | 2,503   | 453       | 7,383     |
| MO Missouri        | 14,522   | 17,640  | 118,371  | 8,423   | 894       | 159,850   |
| MT Montana         | 72       | 0       | 45       | 0       | 6         | 123       |
| NE Nebraska        | 2,240    | 254     | 9,703    | 534     | 5,122     | 17,853    |
| NV Nevada          | 0        | 0       | 0        | 0       | 12        | 12        |
| NH New Hampshire   | 0        | 0       | 0        | 0       | 11        | 11        |
| NJ New Jersey      | 0        | 0       | 0        | 0       | 386       | 386       |
| NM New Mexico      | 11,980   | 110     | 4,302    | 21      | 1,603     | 18,016    |
| NY New York        | 0        | 0       | 0        | 0       | 1,706     | 1,706     |
| NC North Carolina  | 2,651    | 0       | 251      | 0       | 6,284     | 9,186     |
| ND North Dakota    | 0        | 0       | 0        | 0       | 5         | 5         |
| OH Ohio            | 3,424    | 1,501   | 1,801    | 0       | 6,327     | 13,053    |
| OK Oklahoma        | 2,265    | 2,109   | 17,072   | 592     | 500       | 22,538    |
| OR Oregon          | 762      | 1,534   | 6,370    | 0       | 943       | 9,609     |
| PA Pennsylvania    | 274      | 0       | 2,930    | 25      | 2,469     | 5,698     |
| RI Rhode Island    | 0        | 0       | 0        | 0       | 178       | 178       |
| SC South Carolina  | 0        | (60)    | 227      | 31      | 6,071     | 6,269     |
| SD South Dakota    | 32       | 0       | 0        | 0       | 12        | 44        |
| TN Tennessee       | 3,117    | 32      | 2,493    | 89      | 313       | 6,044     |
| TX Texas           | 16,098   | 33,808  | 74,816   | 10,078  | 10,105    | 144,905   |
| UT Utah            | 3,996    | 101     | 1,778    | 409     | 2         | 6,286     |
| VT Vermont         | 0        | 0       | 0        | 0       | 315       | 315       |
| VA Virginia        | 100      | 0       | 82       | 0       | 3,506     | 3,688     |
| WA Washington      | 1,656    | 108     | 572      | 0       | 1,205     | 3,541     |
| WV West Virginia   | 0        | 0       | 0        | 0       | 0         | 0         |
| WI Wisconsin       | 22       | 0       | 16       | 0       | 2,536     | 2,574     |
| WY Wyoming         | 141      | 102     | 683      | 0       | 166       | 1,092     |
| TOTAL U.S.:        | 127,273  | 124,535 | 422,139  | 39,715  | 140,517   | 854,179   |
| <b>CANADA</b>      |          |         |          |         |           |           |
| AB Alberta         | 0        | 0       | 0        | 0       | 0         | 0         |
| BC Brit. Columbia  | 0        | 0       | 0        | 0       | 353       | 353       |
| MB Manitoba        | 0        | 0       | 0        | 0       | 0         | 0         |
| NB New Brunswick   | 0        | 0       | 0        | 0       | 68        | 68        |
| NF Newfoundland    | 0        | 0       | 0        | 0       | 0         | 0         |
| NS Nova Scotia     | 0        | 0       | 0        | 0       | 0         | 0         |
| ON Ontario         | 0        | 0       | 230      | 0       | 6,666     | 6,896     |
| PE Pr. Edward Isle | 0        | 0       | 0        | 0       | 909       | 909       |
| PQ Quebec          | 0        | 0       | 57       | 0       | 6,669     | 6,726     |
| SK Saskatchewan    | 0        | 0       | 0        | 0       | 0         | 0         |
| TOTAL CAN:         | 0        | 0       | 287      | 0       | 14,665    | 14,952    |
| TOTAL DOMESTIC     | 127,273  | 124,535 | 422,426  | 39,715  | 155,182   | 869,131   |
| EXPORT SALES:      | 165,512  | 18,944  | 217,038  | 53      | 93,320    | 494,867   |
| TOTAL AG SALES     | 292,785  | 143,479 | 639,464  | 39,768  | 248,502   | 1,363,998 |

Non-agricultural domestic sales shown on reverse.

**POTASH & PHOSPHATE INSTITUTE**  
**DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**CALENDAR YEAR 1988**

| NON-AGRICULTURAL   | STANDARD | COARSE  | GRANULAR | SOLUBLE | SULPHATES | TOTAL     |
|--------------------|----------|---------|----------|---------|-----------|-----------|
| AL Alabama         | 66       | -       | -        | 0       | 37        | 103       |
| AK Alaska          | 0        | -       | -        | 0       | 0         | 0         |
| AZ Arizona         | 1,897    | -       | -        | 0       | 62        | 1,959     |
| AR Arkansas        | 93       | -       | -        | 14      | 510       | 617       |
| CA California      | 8,120    | -       | -        | 120     | 582       | 8,822     |
| CO Colorado        | 2,402    | -       | -        | 59      | 35        | 2,496     |
| CT Connecticut     | 63       | -       | -        | 0       | 0         | 63        |
| DE Delaware        | 3,055    | -       | -        | 0       | 200       | 3,255     |
| FL Florida         | 55       | -       | -        | 0       | 388       | 443       |
| GA Georgia         | 1,652    | -       | -        | 0       | 793       | 2,445     |
| HI Hawaii          | 0        | -       | -        | 0       | 16        | 16        |
| ID Idaho           | 0        | -       | -        | 0       | 35        | 35        |
| IL Illinois        | 232      | -       | -        | 21      | 0         | 253       |
| IN Indiana         | 0        | -       | -        | 0       | 333       | 333       |
| IA Iowa            | 1,214    | -       | -        | 0       | 126       | 1,340     |
| KS Kansas          | 2,809    | -       | -        | 182     | 140       | 3,131     |
| KY Kentucky        | 7        | -       | -        | 0       | 0         | 7         |
| LA Louisiana       | 889      | -       | -        | 2,978   | 52        | 3,919     |
| ME Maine           | 59       | -       | -        | 0       | 0         | 59        |
| MD Maryland        | 0        | -       | -        | 0       | 161       | 161       |
| MA Massachusetts   | 448      | -       | -        | 173     | 47        | 668       |
| MI Michigan        | 7        | -       | -        | 14      | 122       | 143       |
| MN Minnesota       | 39       | -       | -        | 0       | 3         | 42        |
| MS Mississippi     | 45,820   | -       | -        | 113     | 0         | 45,933    |
| MO Missouri        | 856      | -       | -        | 149     | 503       | 1,508     |
| MT Montana         | 0        | -       | -        | 0       | 0         | 0         |
| NE Nebraska        | 1,069    | -       | -        | 30      | 3         | 1,102     |
| NV Nevada          | 7        | -       | -        | 0       | 74        | 81        |
| NH New Hampshire   | 0        | -       | -        | 0       | 25        | 25        |
| NJ New Jersey      | 492      | -       | -        | 0       | 512       | 1,004     |
| NM New Mexico      | 17,039   | -       | -        | 428     | 522       | 17,989    |
| NY New York        | 0        | -       | -        | 0       | 260       | 260       |
| NC North Carolina  | 612      | -       | -        | 0       | 95        | 707       |
| ND North Dakota    | 0        | -       | -        | 0       | 0         | 0         |
| OH Ohio            | 111      | -       | -        | 0       | 56        | 167       |
| OK Oklahoma        | 2,936    | -       | -        | 433     | 474       | 3,843     |
| OR Oregon          | 95       | -       | -        | 0       | 0         | 95        |
| PA Pennsylvania    | 1,541    | -       | -        | 14      | 114       | 1,669     |
| RI Rhode Island    | 29       | -       | -        | 9       | 0         | 38        |
| SC South Carolina  | 29       | -       | -        | 51      | 0         | 80        |
| SD South Dakota    | 0        | -       | -        | 0       | 0         | 0         |
| TN Tennessee       | 839      | -       | -        | 30      | 0         | 869       |
| TX Texas           | 27,889   | -       | -        | 6,950   | 921       | 35,760    |
| UT Utah            | 8,261    | -       | -        | 0       | 24        | 8,285     |
| VT Vermont         | 0        | -       | -        | 0       | 0         | 0         |
| VA Virginia        | 0        | -       | -        | 0       | 0         | 0         |
| WA Washington      | 826      | -       | -        | 0       | 63        | 889       |
| WV West Virginia   | 0        | -       | -        | 0       | 0         | 0         |
| WI Wisconsin       | 244      | -       | -        | 0       | 15        | 259       |
| WY Wyoming         | 289      | -       | -        | 0       | 0         | 289       |
| TOTAL U.S.:        | 132,091  | -       | -        | 11,768  | 7,303     | 151,162   |
| <b>CANADA</b>      |          |         |          |         |           |           |
| AB Alberta         | 0        | -       | -        | 0       | 0         | 0         |
| BC Brit. Columbia  | 0        | -       | -        | 0       | 0         | 0         |
| MB Manitoba        | 0        | -       | -        | 0       | 0         | 0         |
| NB New Brunswick   | 0        | -       | -        | 0       | 0         | 0         |
| NF Newfoundland    | 0        | -       | -        | 0       | 0         | 0         |
| NS Nova Scotia     | 0        | -       | -        | 0       | 0         | 0         |
| ON Ontario         | 0        | -       | -        | 0       | 325       | 325       |
| PE Pr. Edward Isle | 0        | -       | -        | 0       | 0         | 0         |
| PQ Quebec          | 0        | -       | -        | 0       | 0         | 0         |
| SK Saskatchewan    | 0        | -       | -        | 0       | 0         | 0         |
| TOTAL CAN:         | 0        | -       | -        | 0       | 325       | 325       |
| TOTAL DOMESTIC     | 132,091  | -       | -        | 11,768  | 7,628     | 151,487   |
| EXPORT SALES:      | 5,582    | -       | -        | 274     | 129       | 5,985     |
| TOTAL NON-AG SALES | 137,673  | -       | -        | 12,042  | 7,757     | 157,472   |
| <b>GRAND TOTAL</b> |          |         |          |         |           |           |
|                    | 430,458  | 143,479 | 639,464  | 51,810  | 256,259   | 1,521,470 |

POTASH & PHOSPHATE INSTITUTE  
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES  
BY CANADIAN PRODUCERS  
(Short Tons K2O)

CALENDAR YEARS 1988 AND 1987

|                  | PRODUCTION |           | ENDING INVENTORY, December 31 |           |           |           | DISAPPEARANCE |           |
|------------------|------------|-----------|-------------------------------|-----------|-----------|-----------|---------------|-----------|
|                  | 1988       | 1987      | 1988                          | 1987      | 1986      | 1985      | 1988          | -1987     |
| MURIATE          |            |           |                               |           |           |           |               |           |
| Special Standard | 242,072    | 289,276   | 23,703                        | 45,890    | 30,791    | 43,035    | 264,259       | 274,177   |
| Standard         | 2,965,572  | 2,163,086 | 348,772                       | 437,747   | 405,484   | 565,133   | 3,054,547     | 2,130,823 |
| Chemical         | 89,291     | 65,475    | 5,762                         | 6,254     | 4,030     | 10,188    | 89,783        | 63,251    |
| Coarse           | 2,666,510  | 2,352,888 | 553,613                       | 312,197   | 506,042   | 556,379   | 2,425,094     | 2,546,733 |
| Granular         | 2,509,527  | 2,596,898 | 437,645                       | 362,410   | 511,951   | 625,440   | 2,434,292     | 2,746,439 |
| Soluble          | 706,272    | 542,549   | 125,654                       | 86,814    | 235,496   | 146,372   | 667,432       | 691,231   |
| TOTAL:           | 9,179,244  | 8,010,172 | 1,495,149                     | 1,251,312 | 1,693,794 | 1,946,547 | 8,935,407     | 8,452,654 |

|             | AGRICULTURAL SALES |           |           |           | NON-AGRICULTURAL SALES |         |         |         | TOTAL AG & NON-AG SALES |           |
|-------------|--------------------|-----------|-----------|-----------|------------------------|---------|---------|---------|-------------------------|-----------|
|             | U.S. & CANADA      |           | EXPORTS   |           | U.S. & CANADA          |         | EXPORTS |         | 1988                    | 1987      |
|             | 1988               | 1987      | 1988      | 1987      | 1988                   | 1987    | 1988    | 1987    |                         |           |
| MURIATE     |                    |           |           |           |                        |         |         |         |                         |           |
| Special Std | 28                 | 120       | 227,243   | 268,034   | -                      | -       | -       | -       | 227,271                 | 268,154   |
| Standard    | 167,700            | 229,665   | 2,852,666 | 2,012,503 | 139,275                | 140,540 | -23     | 415     | 3,159,618               | 2,383,123 |
| Chemical    | -                  | -         | -         | -         | 63,092                 | 45,602  | 2,761   | 3,177   | 65,853                  | 48,779    |
| Coarse      | 2,350,689          | 2,394,134 | 219,564   | 293,886   | -                      | -       | -       | -       | 2,570,253               | 2,688,020 |
| Granular    | 1,514,176          | 1,921,329 | 637,240   | 641,510   | -                      | -       | -       | -       | 2,151,416               | 2,562,839 |
| Soluble     | 342,376            | 384,359   | 120,186   | 111,911   | 105,410                | 90,755  | 120,769 | 100,585 | 688,741                 | 687,610   |
| TOTAL:      | 4,374,969          | 4,929,607 | 4,056,899 | 3,327,844 | 307,777                | 276,897 | 123,507 | 104,177 | 8,863,152               | 8,638,525 |

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE  
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES  
BY U. S. PRODUCERS  
(Short Tons K<sub>2</sub>O)

CALENDAR YEARS 1988 AND 1987

|           | PRODUCTION |           | ENDING INVENTORY, December 31 |         |         |         | DISAPPEARANCE |           |
|-----------|------------|-----------|-------------------------------|---------|---------|---------|---------------|-----------|
|           | 1988       | 1987      | 1988                          | 1987    | 1986    | 1985    | 1988          | 1987      |
| MURIATE   |            |           |                               |         |         |         |               |           |
| Standard  | 488,341    | 335,878   | 106,875                       | 48,483  | 161,658 | 158,406 | 429,949       | 447,093   |
| Chemical  | 9,888      | 10,094    | 1,672                         | 1,130   | 4,825   | 3,254   | 9,346         | 13,789    |
| Coarse    | 162,136    | 153,346   | 20,543                        | 3,535   | 18,607  | 33,894  | 145,128       | 168,418   |
| Granular  | 632,874    | 578,289   | 64,004                        | 64,537  | 143,065 | 57,351  | 633,407       | 656,589   |
| Soluble   | 55,532     | 37,391    | 7,622                         | 1,343   | 1,132   | 10,095  | 49,253        | 37,180    |
| Sulphates | 261,185    | 227,596   | 64,305                        | 41,154  | 77,458  | 94,080  | 238,034       | 266,088   |
| TOTAL:    | 1,609,956  | 1,342,594 | 265,021                       | 160,182 | 406,745 | 357,080 | 1,505,117     | 1,589,157 |

|           | AGRICULTURAL SALES |         |         |         | NON-AGRICULTURAL SALES |         |         |        | TOTAL AG & NON-AG SALES |           |
|-----------|--------------------|---------|---------|---------|------------------------|---------|---------|--------|-------------------------|-----------|
|           | U.S. & CANADA      |         | EXPORTS |         | U.S. & CANADA          |         | EXPORTS |        | 1988                    | 1987      |
|           | 1988               | 1987    | 1988    | 1987    | 1988                   | 1987    | 1988    | 1987   |                         |           |
| MURIATE   |                    |         |         |         |                        |         |         |        |                         |           |
| Standard  | 127,273            | 132,132 | 165,512 | 175,347 | 124,530                | 113,894 | 4,237   | 10,691 | 421,552                 | 432,064   |
| Chemical  | -                  | -       | -       | -       | 7,561                  | 15,746  | 1,345   | 871    | 8,906                   | 16,617    |
| Coarse    | 124,535            | 122,221 | 18,944  | 40,793  | -                      | -       | -       | -      | 143,479                 | 163,014   |
| Granular  | 422,426            | 428,210 | 217,038 | 249,700 | -                      | -       | -       | -      | 639,464                 | 677,910   |
| Soluble   | 39,715             | 19,947  | 53      | 3,864   | 11,768                 | 10,383  | 274     | -      | 51,810                  | 34,194    |
| Sulphates | 155,182            | 149,144 | 93,320  | 101,806 | 7,628                  | 5,405   | 129     | 156    | 256,259                 | 256,511   |
| TOTAL:    | 869,131            | 851,654 | 494,867 | 571,510 | 151,487                | 145,428 | 5,985   | 11,718 | 1,521,470               | 1,580,310 |

Note: Exports are listed on reverse.